

Inside Sales Executive

Do you enjoy consulting the healthcare industry on how they can improve their ability to make the right therapeutic choice for their patients? Do you want to work in an international environment with a start-up vibe? Then keep reading...

What do we do?

With our medical device, we help physicians to improve their healthcare for surgery patients or those with kidney disease, diabetes, and others. We have developed an innovative technology that is a major breakthrough in the assessment of cardiovascular risk. With our devices physicians can optimize therapies for those patients that will benefit most. Our devices are being used in a growing number of clinical sites around the world.

What is your role?

We are looking to employ an enthusiastic and customer-oriented inside sales executive to generate quality leads as well as follow up on inbound email and telephone inquiries. The inside sales executive's responsibilities include updating the CRM system on a regular basis, providing quotations and follow-up. You should also be able to conduct research on market trends and competitors' products.

To be successful as an inside sales executive, you should be persuasive and committed to achieving sales goals. Ultimately, a top-performing inside sales executive should be able to demonstrate strong negotiation, communication, and customer service skills at all times.

Inside Sales Executive Responsibilities:

- Developing in-depth knowledge of product features and benefits
- Actively sourcing new sales opportunities
- Following up on sales inquiries that are made by potential customers through emails, online meetings and telephone calls.
- Processing customers' purchase orders and liaising with the team to ensure the timely delivery of ordered products.
- Utilizing virtual meetings to build relationships with customers
- Maintaining long-lasting relationships with existing customers

Inside Sales Executive Requirements:

- Bachelor's degree in business administration or management, marketing, or related field is preferred.
- Proven sales experience.
- Proficiency in microsoft office applications and customer relationship management (CRM) software.
- Experience with online marketing
- Strong analytical and problem-solving skills.
- Effective communication skills.
- Exceptional customer service skills.
- Available for 0.6-1.0 FTE

Perks & Benefits

- Signing bonus with impact. When you signed a contract with us and didn't come through an external recruiter, you will get a signing bonus of €1.500.
- An attractive salary.
- An environment where people get the chance to grow and learn by doing. We embrace mistakes and learn from them
- A flat organization with little hierarchy and short decision-making processes. We are a scale-up organization with a start-up vibe.
- A pension scheme.
- A friendly working atmosphere.
- We offer work with impact! Improve healthcare for patients around the world.

How to apply

Please apply by emailing your CV to Bart van den Berg, CEO at Diagnoptics by email: b.vandenberg@diagnoptics.com. We consider all applications until the position is filled.

Find out more

For more information about this vacancy, please get in touch with Bart van den Berg, CEO at Diagnoptics by email: b.vandenberg@diagnoptics.com.